

Message Text

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DEPARTMENT PLEASE PASS AMBASSADOR VANCE

EXDIS

E.O. 11652: XGDS-1
TAGS: SNAR, TU, UN
SUBJECT: TURKISH/UN DEVELOPMENTS

REF: GENEVA 2164

1. MANBY'S VIEWS AS OUTLINED IN REFTEL APPEAR TO US TO REFLECT A SOUND, REALISTIC APPROACH TO BARGAINING WITH THE TURKS ON A FAIR PRICE TO THE POPPY FARMER AND A STANBY COMPENSATION FUND.

2. WE BELIEVE THE ORIGINAL UN POSITION, I.E., A BUYING PRICE OF TL 15 PER KILO AND A RESULTING STANDBY COMPENSATION FUND OF \$3 MILLION, WAS A REASONABLE OFFER, BASED ON THE DRAFT US PAPER PREPARED IN GENEVA (ANKARA 1834). THE TURKISH SIDE TO DATE HAS NOT RPT NOT SPECIFICALLY ADDRESSED THE CALCULATIONS ON WHICH THE UN OFFER WAS BASED, NOR HAVE THEY ANSWERED THE UN'S CRITIQUE OF THE TURKISH POSITION (GENEVA 1597). INSTEAD THEY HAVE INSISTED ON A PRICE OF TL 20 PER KILO WITHOUT GIVING A PERSUASIVE BASIS FOR THEIR CALCULATIONS OTHER THAN THEIR BELIEF THAT THIS WOULD SATISFY
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THE POPPY FARMERS. KIRCA'S REMARK THAT THE TL 20 PRICE WAS

"NON-NEGOTIABLE" SUGGESTS THAT THE TURKS MAY BE TAKING A HARD LINE IN THE NEGOTIATIONS IN ORDER TO SEE WHETHER THE UN WILL GIVE IN.

3. IT SEEMS OBVIOUS THAT KIRCA IS OPERATING UNDER RIGID INSTRUCTIONS TO ACCEPT NOTHING LESS THAN A PRICE OF TL 20 PER KILO. WE SUGGEST THAT IN FURTHER DISCUSSIONS THE UN SHOULD AIM AT IMPRESSING ON KIRCA THE NEED TO SEEK REVISED INSTRUCTIONS FROM ANKARA. WHILE TURKISH ISOLATION FROM THE WEST IN A PUBLIC RELATIONS SENSE (LARGELY BECAUSE OF CYPRUS) HAS REACHED THE POINT WHERE WE CANNOT PRECLUDE RECKLESS ACTION, WE NONETHELESS BELIEVE THAT COOLER HEADS HERE WILL UNDERSTAND THE UNWISDOM OF CARRYING THEIR HARD BARGAINING POSITION TO A POINT WHERE THE UN PUBLICLY BALKS OVER BEING "HELD UP".

4. WHILE WE ALSO HOPE AN AGREEMENT BETWEEN THE UN AND THE GOT WILL BE REACHED AS SOON AS POSSIBLE AND THE GOT WILL ANNOUNCE THE PRICE TO BE PAID TO THE FARMERS, WE BELIEVE THE UN SHOULD BE SLOW TO OFFER UPWARD ADJUSTMENTS IN THE GUARANTEED PRICE, NOR SHOULD THE UN GO FURTHER THAN OFFERING A CONTINGENCY LIABILITY FUND AMOUNTING TO \$3 MILLION FOR 1975, ALTHOUGH IT MIGHT CONSIDER (DEPENDING ON THE AVAILABILITY OF FUNDS AND THE SUCCESS OF THE GOT'S CONTROL PROGRAM IN THE FIRST YEAR) MAKING SIMILAR STANDBY ARRANGEMENTS IN REDUCED AMOUNTS FOR 1976 AND 1977 IF, BUT PROBABLY ONLY IF, THE TURKISH ALKALOID FACTORY IS NOT RPT NOT IN OPERATION BY THEN. THIS WOULD REPRESENT AN OFFER OF ASSISTANCE FOR A LIMITED TRANSITION PERIOD ONLY AND WOULD AVOID MAKING A COMMITMENT FOR A PERIOD OF UNLIMITED DURATION.
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